To: Moulton, G
S=Morris; G=Jim (I)1340(r); O=xnet1; P=wsx400; A=rjr; C=us
S=Fitzgerald; G=Don; I=P.; O=msmail; P=rjrt; A=rjrx400; C=us
From: S=Knabb; G=Julie; I=H.; O=msmail; P=rjrt; A=rjrx400; C=us
Posted: 8/20/97 19:53
Opened: 8/21/97 19:53
Subject: RE: Partners Adjustments

George, your request to remove the 120% volume penalty from both Joseph H. Stomel & Sons (675352) and Montano Cigarettes (960059) for the 1st Half 1997 Wholesale Partners Program has been approved and processed.

The Total Program Payment for each of these accounts is as follows.

$38,724.00 Joseph H Stomel & Sons (Includes QTR-1 $4,041.24 previously paid)
$38,008.98 Montano Cigarettes (Includes WTR-1 $3,026.64 previously paid)

The 2nd Half 1997 Base SOM Objectives have also been adjusted to correspond directly with the revised 1st Half 1997 adjusted performance results. You will have the ability to view these changes via Mercury Tracking Reports next Monday after 11:00 o'clock a.m.

Julie Knabb (ext. 7754)

From: Moulton, G
To: Morris, Jim (1340); Fitzgerald, Don P.
Cc: Young, Mark; 1200 - New York Region (SCULLYA); Knabb, Julie H.
Subject: Partners Adjustments
Date: Thursday, August 14, 1997 3:33PM

Dear Don:

There are two customers who exceeded the 120% for the month of June and payments have been affected. I recommend the payments be made as both customers were aggressively implementing our programs and performed as requested.

Joseph H. Stomel -- Hauppauge (#675352)

Full Price Category III payment of $.01 per carton on 276,598 cartons was lost due to excessive sales of Camel (by 226 cartons). Promotion #'s 700036 and 700038, a total of 58 - 6m cases (1740 ctns) of B2G1F were shipped on 6/16/97 for a July promotion. They were packed and sent to retail during June. In addition, the blackline and stickering during "B" Period reflected additional Camel prebooks. The payment for the first half would increase by $2766.

Montano Cigarettes -- Hamden, Ct. (#960059)

Doral SOC -- Category III payment was reduced by $.01 per carton on 211,161 cartons due to excessive sales of Doral(by 659 cartons). The extra volume can be attributed to the following promotions that were aggressively worked during June:

Doral $.30 DPC promotion shipped 6/16 -- 360 cartons
Doral Flashlight promotion # 700727 shipped 6/2 -- 300 cartons

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Source: https://www.industrydocuments.ucsf.edu/docs/ypyn0000

Doral B2G1F promotion # 700272 shipped 5/19 -- 630 cartons

The payment for the first half would be increased by $2111.61.

Don, your authorization to make the adjustments would be appreciated. Please
voicemail me at 46958 with your decision.

Thank you,

George Moulton

CC: Young, Mark, 1200 - New York Region (SCULLYA)
S=Duffy; G=Bill; I=J.; O=msmail; P=rjrt; A=rjrx400; C=us

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Source: https://www.industrydocuments.ucsf.edu/docs/ypyn0000